

DISTRIBUTION

- Establish Tele-sales position to sell ~~the~~ ^{three} servers per week by August 7, 1994
- Tele-sales group at run-rate of \$100K/month ~~for~~ for month of October 1994 - December 1994
- Tele-sales group at run-rate of \$150K/month for month of January 1995 - June 1995

• Have six U.S. product VARs by ~~January 1~~ January 1, 1995

• Have (24) U.S. product VARs by July 1, 1995

• Have VAR "support"

(government)